



# REPLACEMENT SHEET

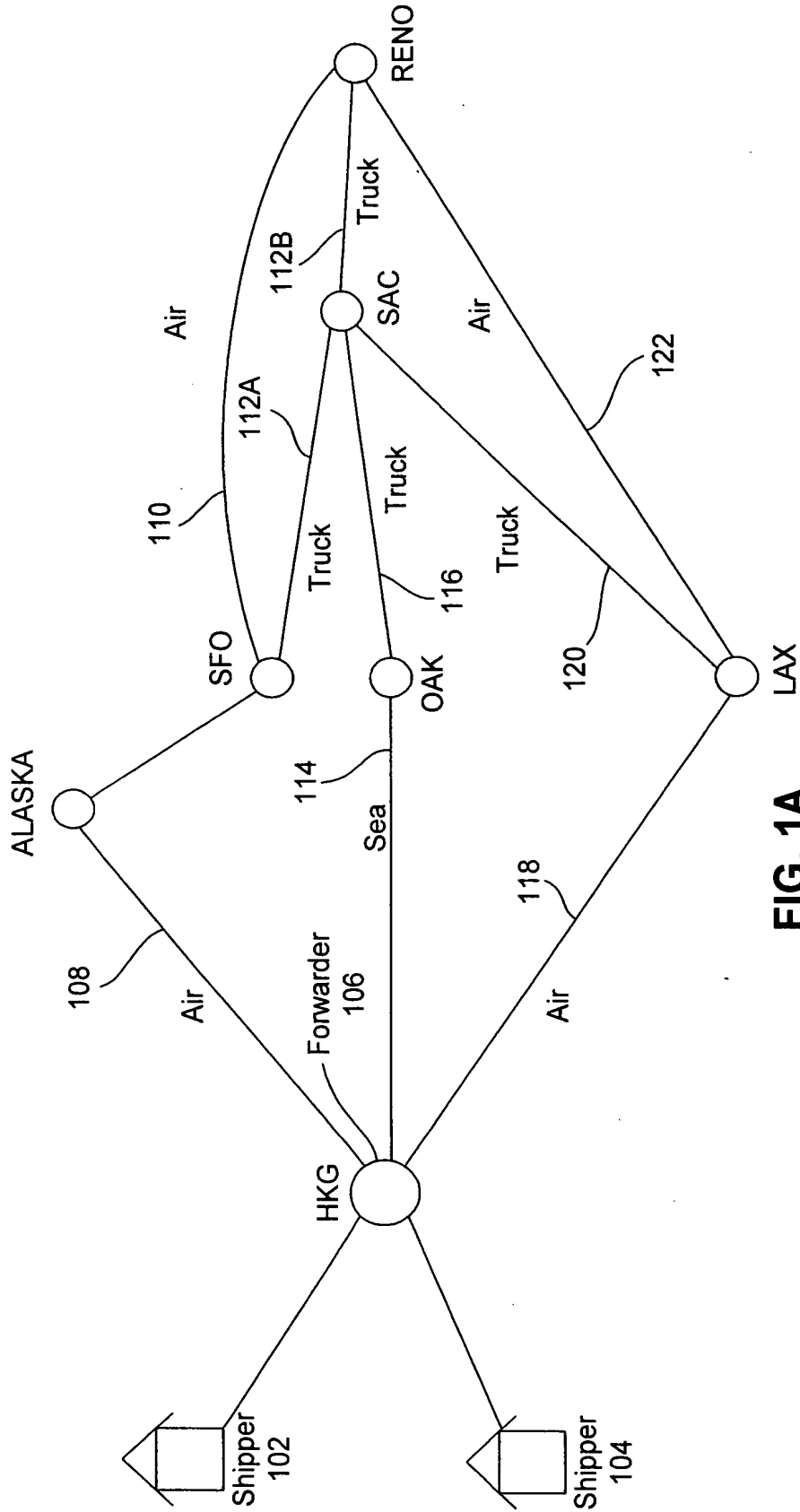


FIG. 1A

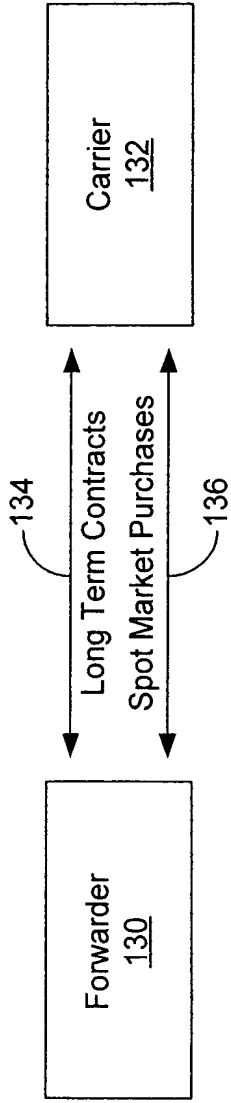


FIG. 1B

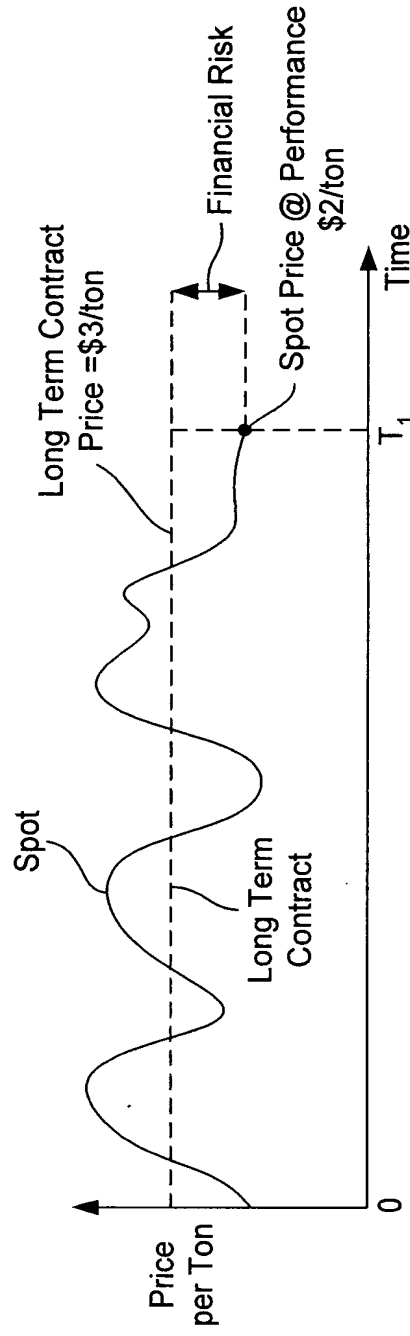


FIG. 1C

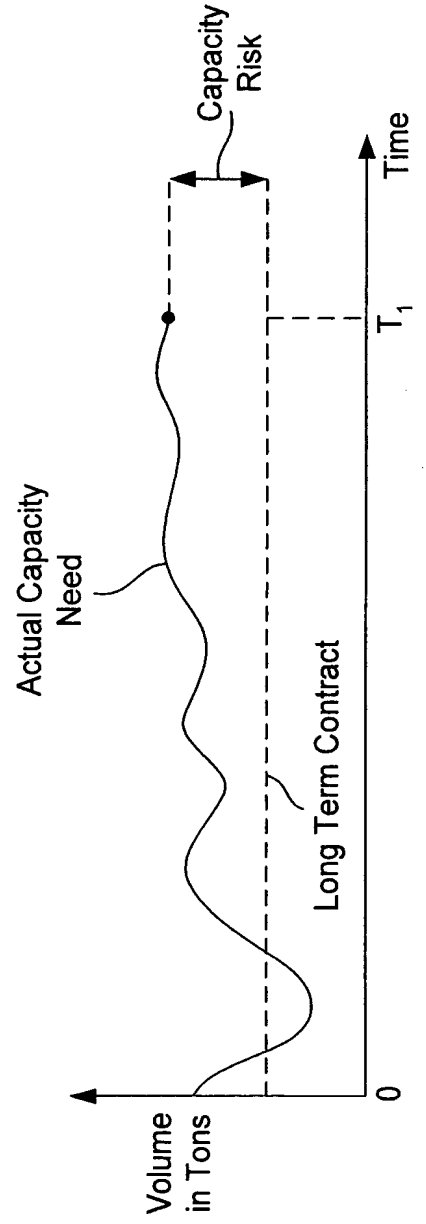


FIG. 1D

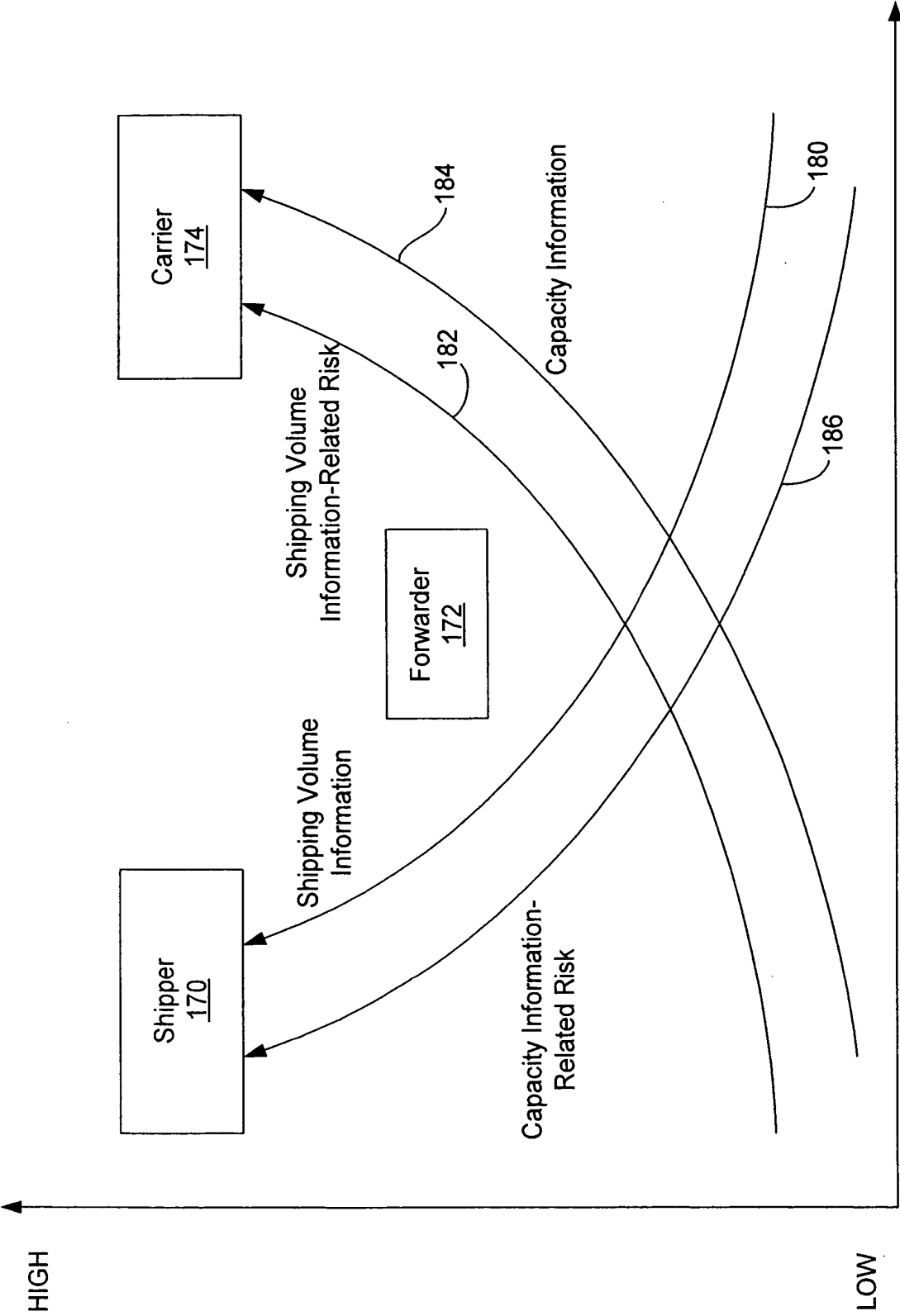


FIG. 1E

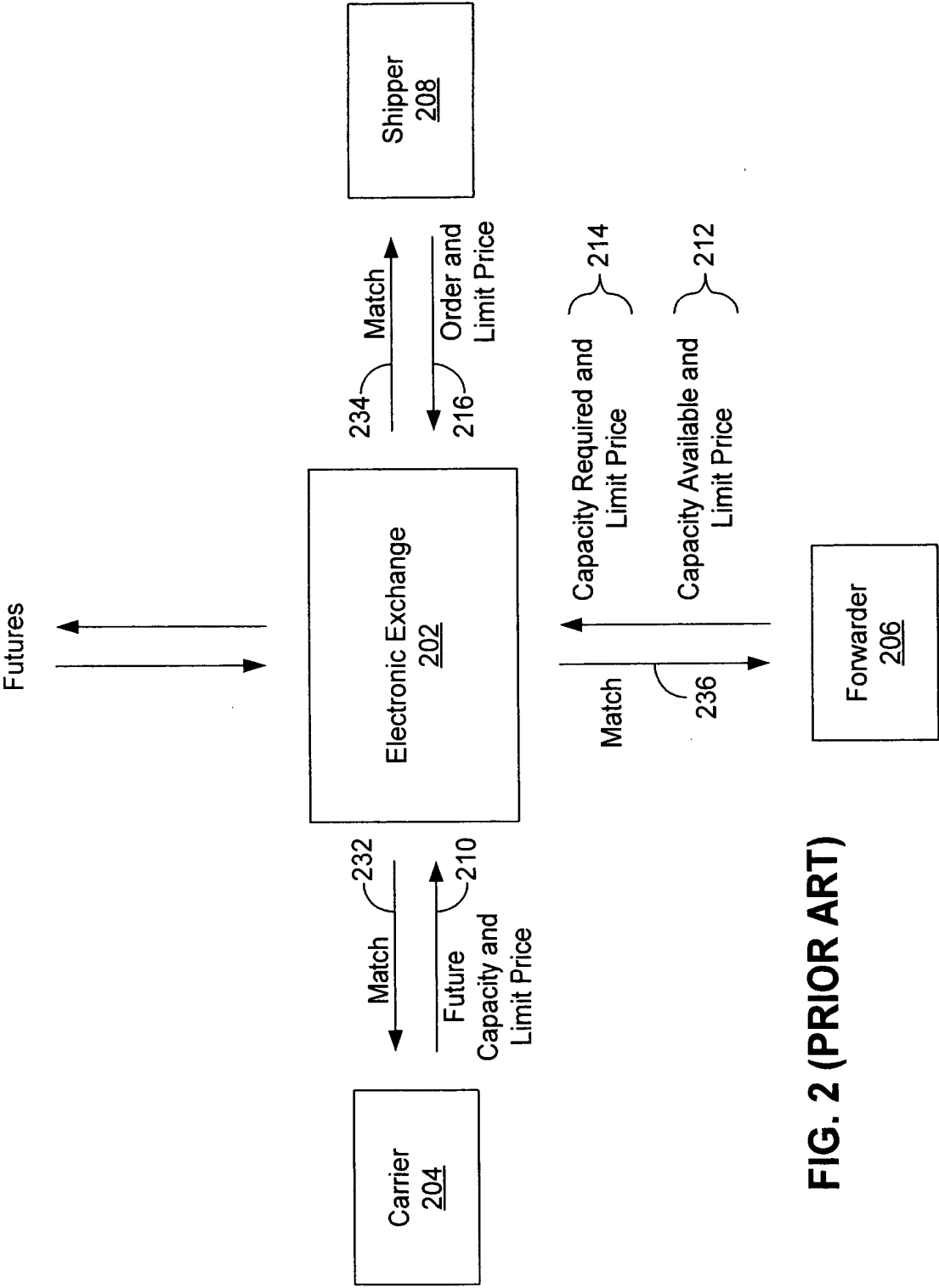


FIG. 2 (PRIOR ART)

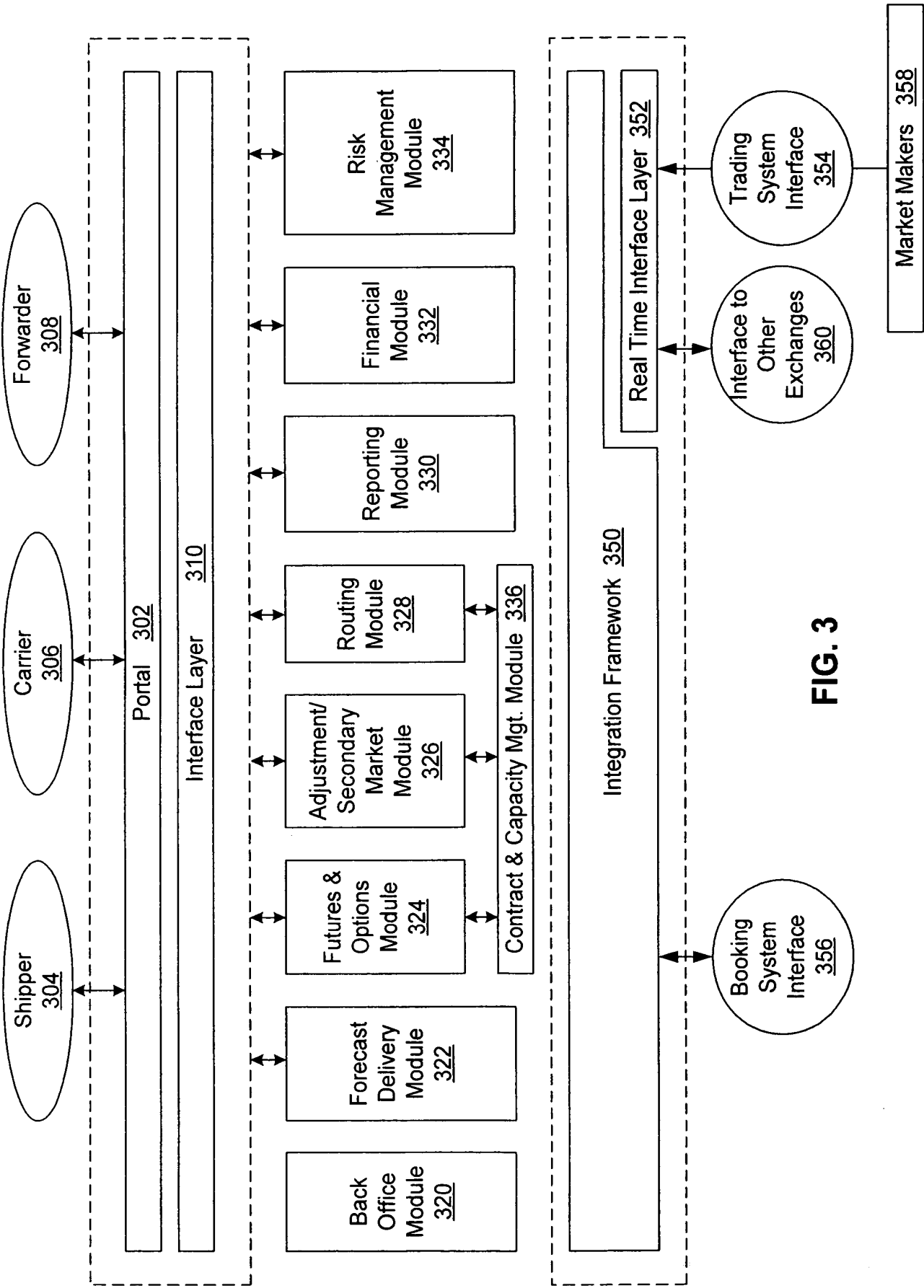


FIG. 3

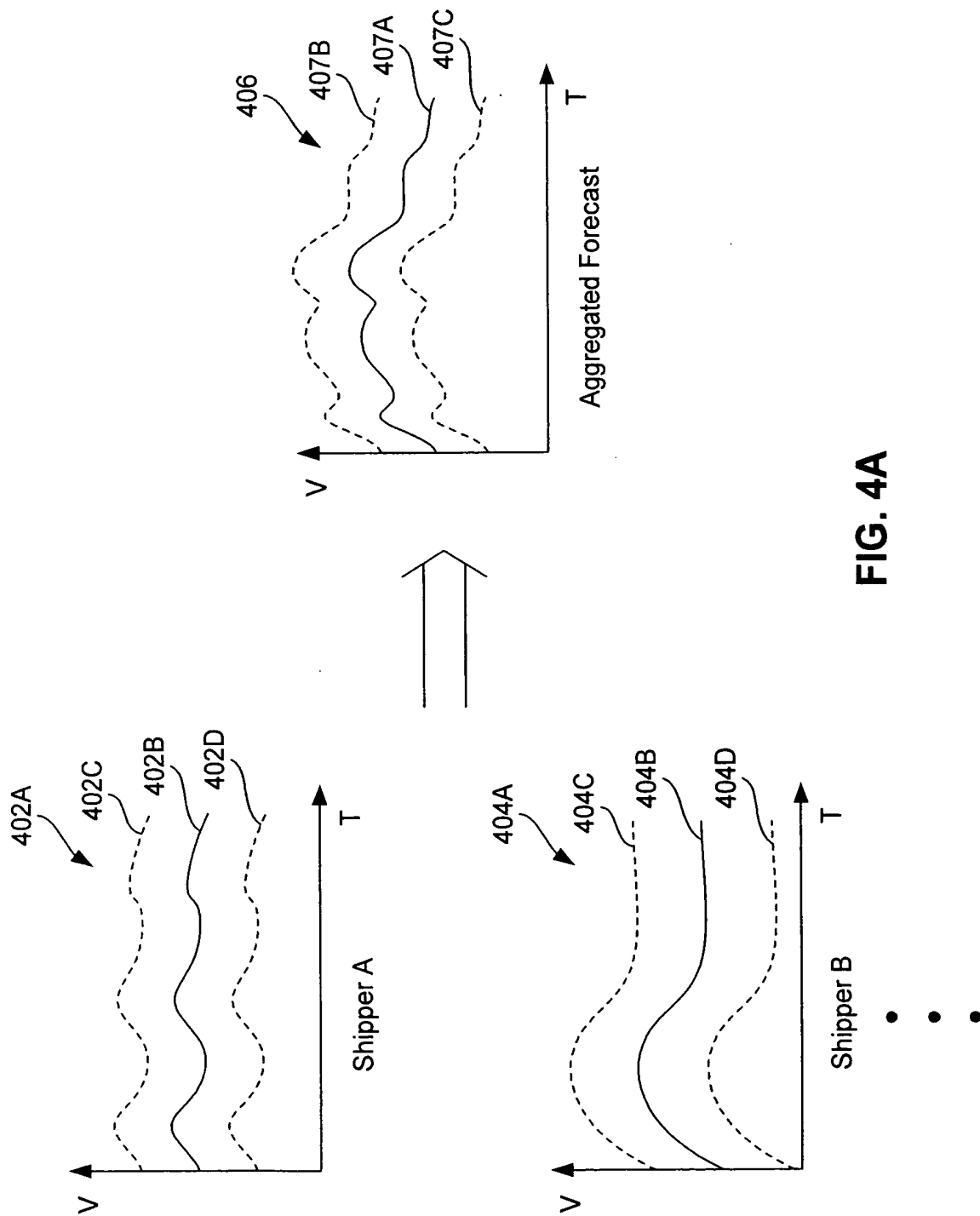


FIG. 4A

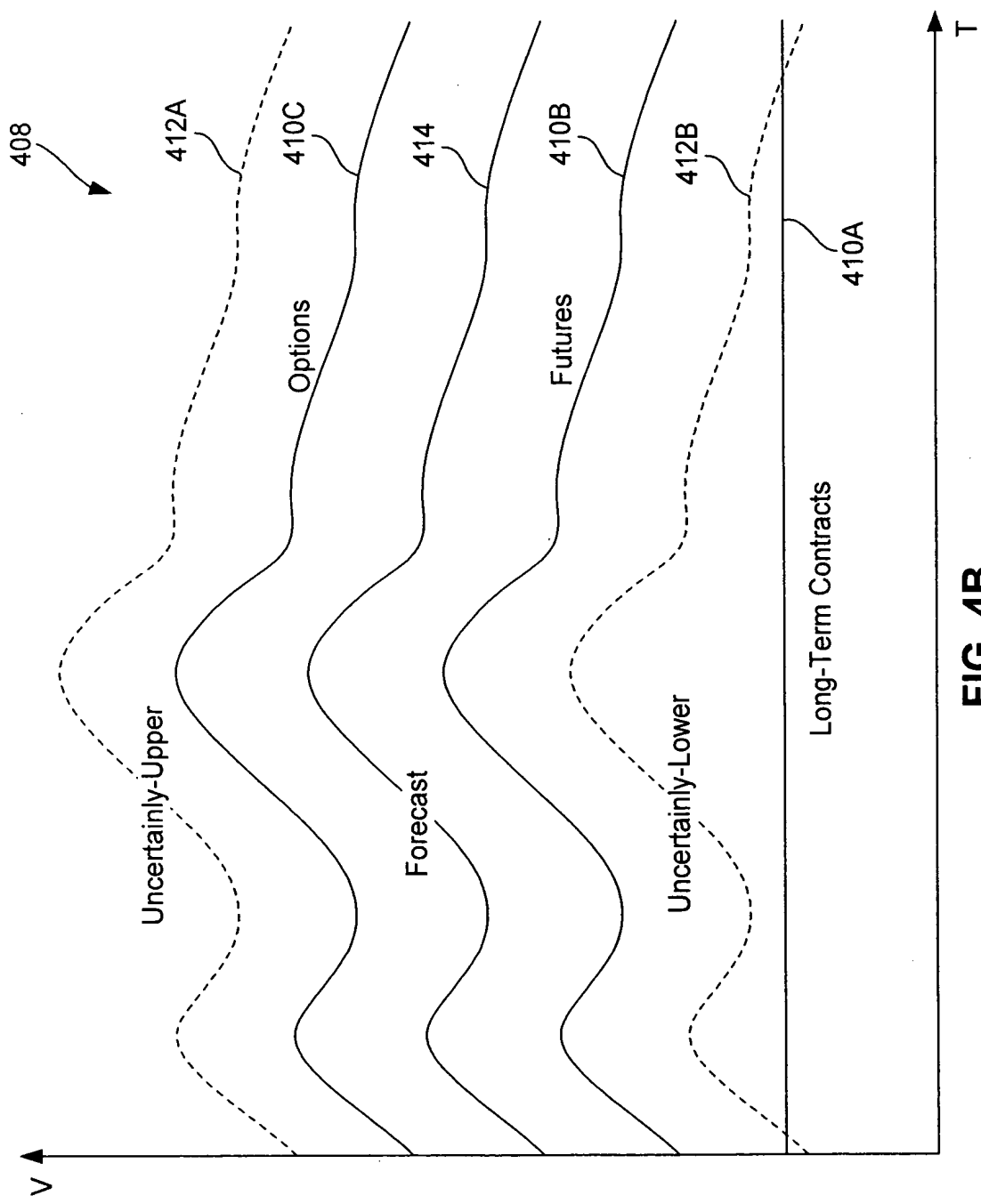


FIG. 4B

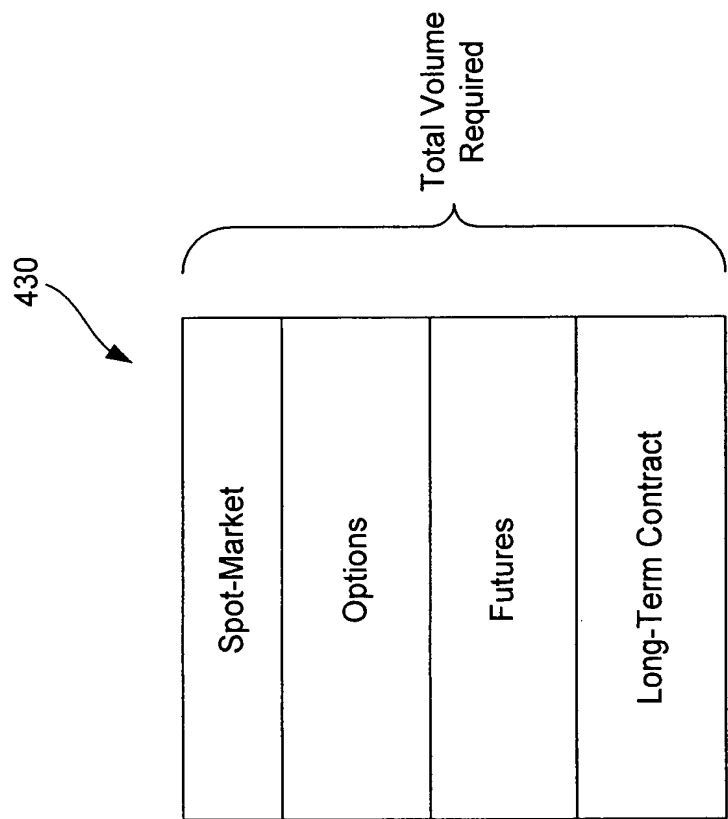


FIG. 4C



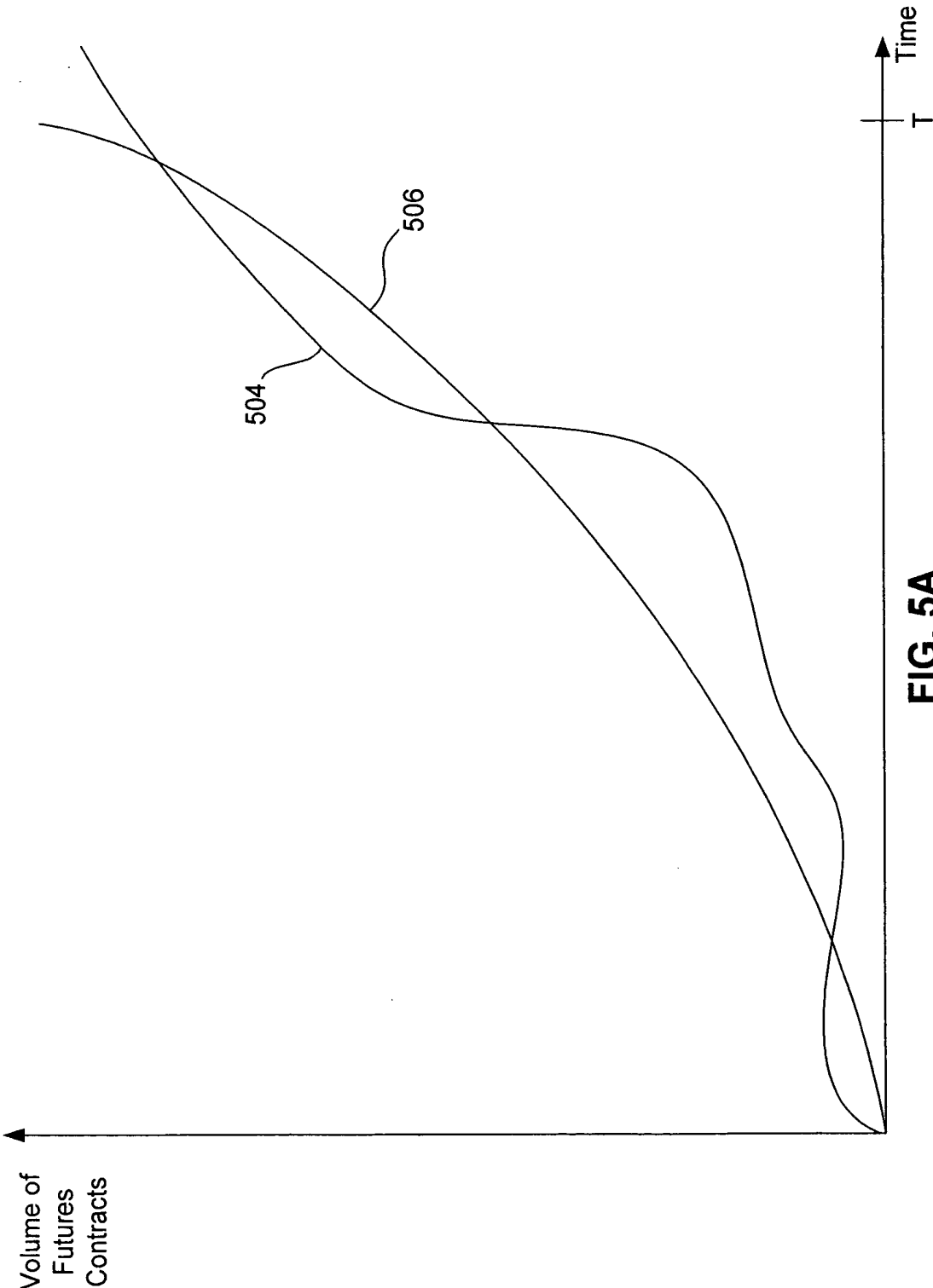


FIG. 5A

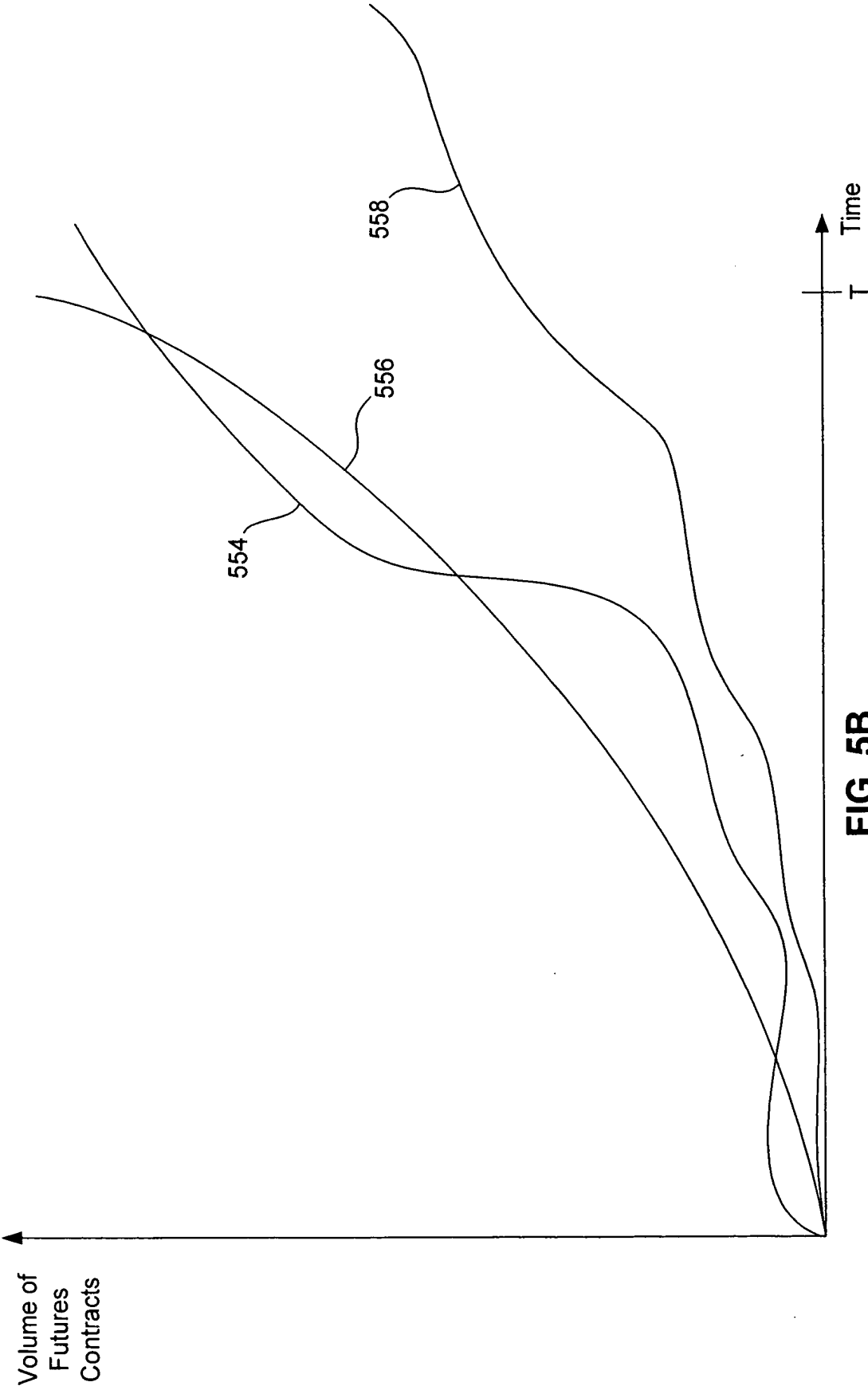


FIG. 5B

$$\text{Index}_v = \frac{\sum_{i \in v} \text{Price } i \times \text{Volume } i}{\sum_{i \in v} \text{Volume } i}$$

FIG. 6

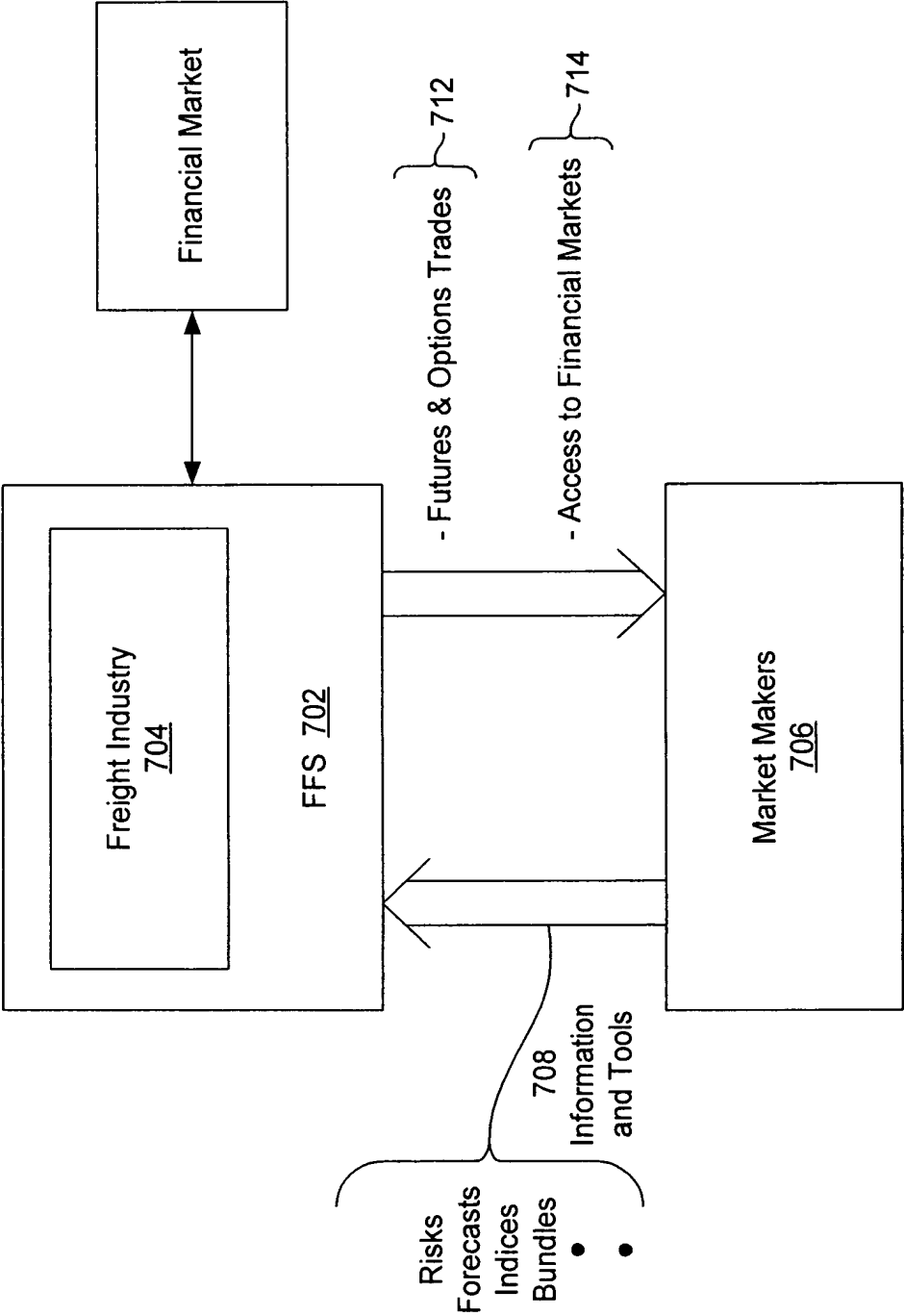


FIG. 7

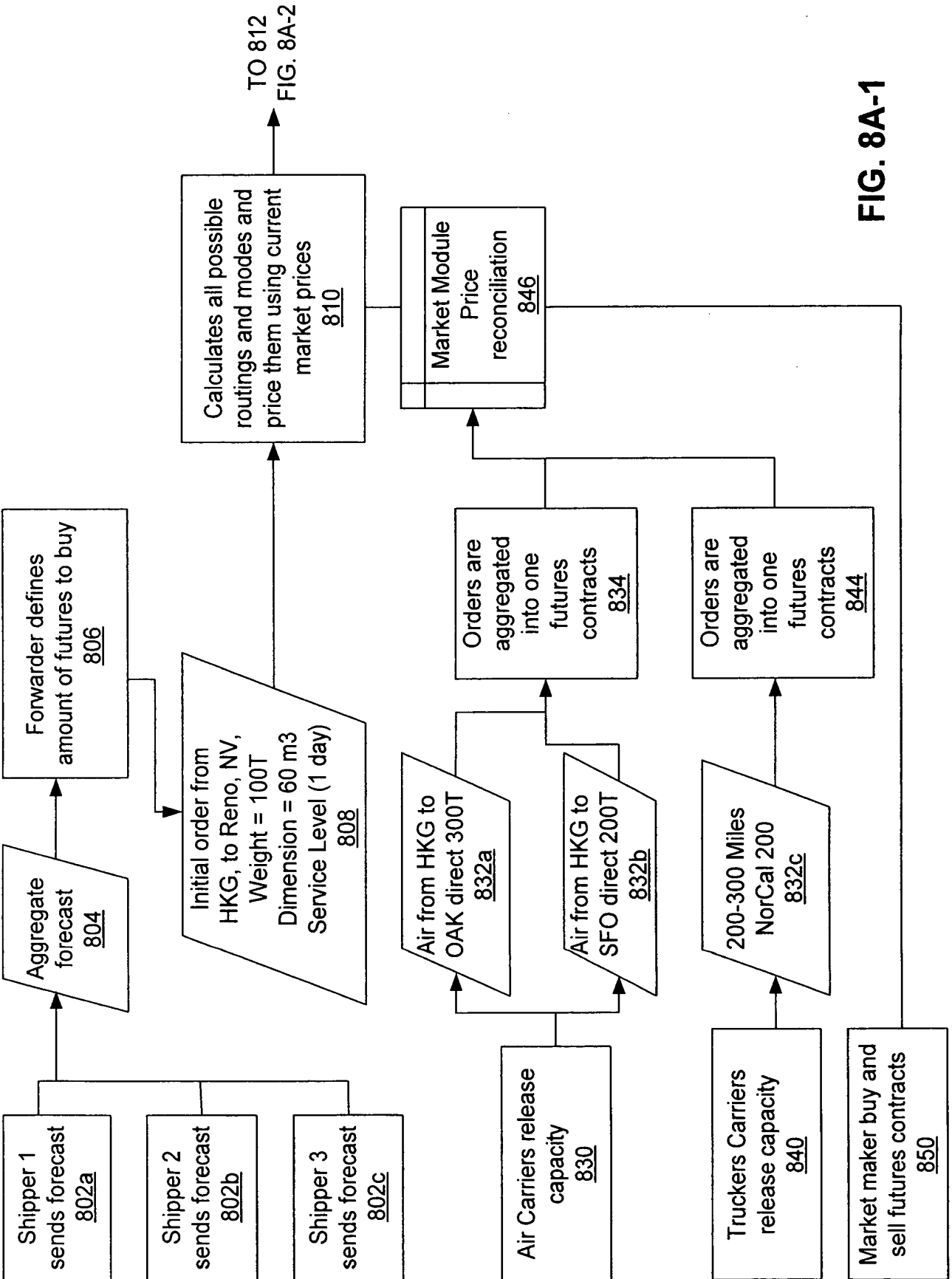
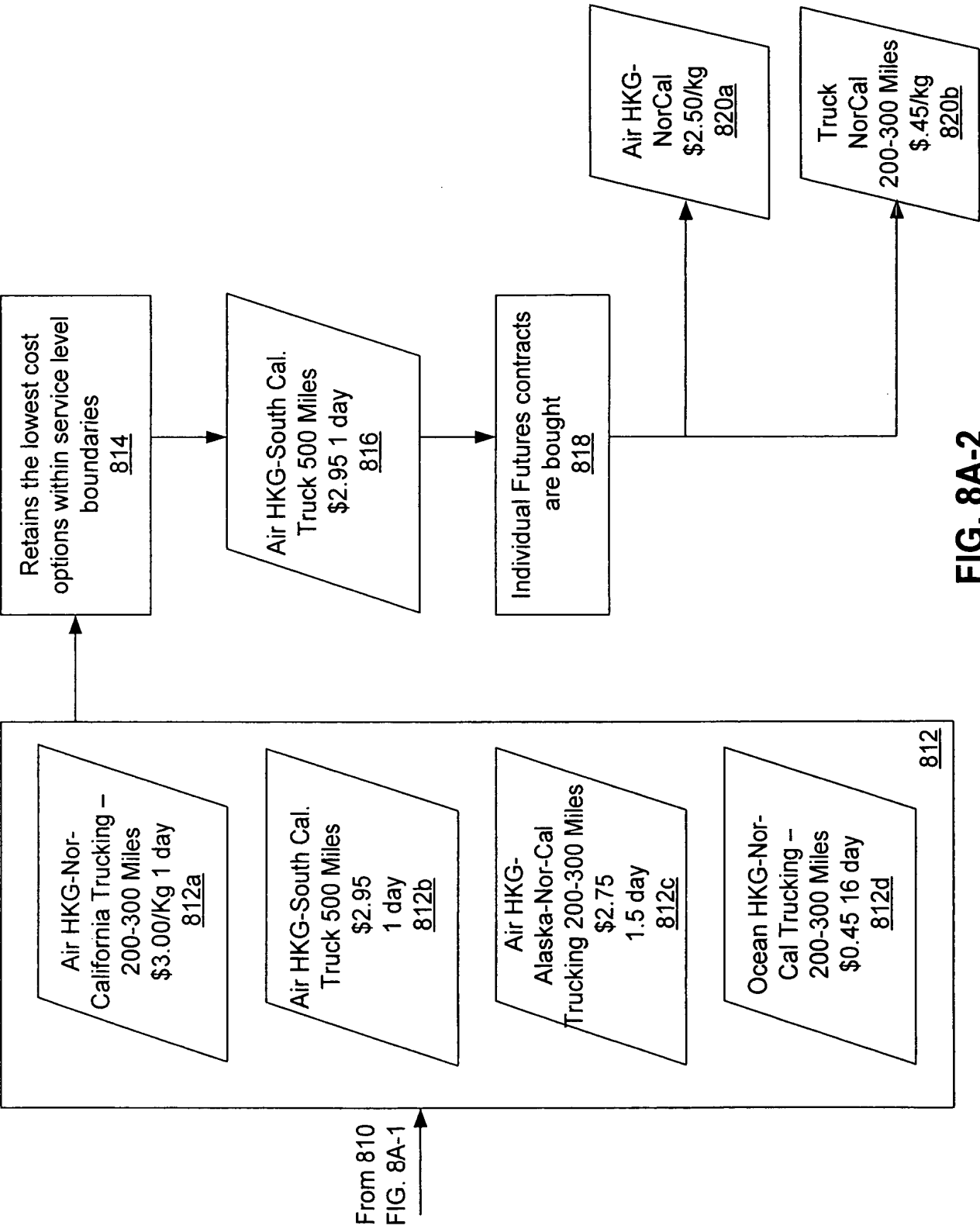
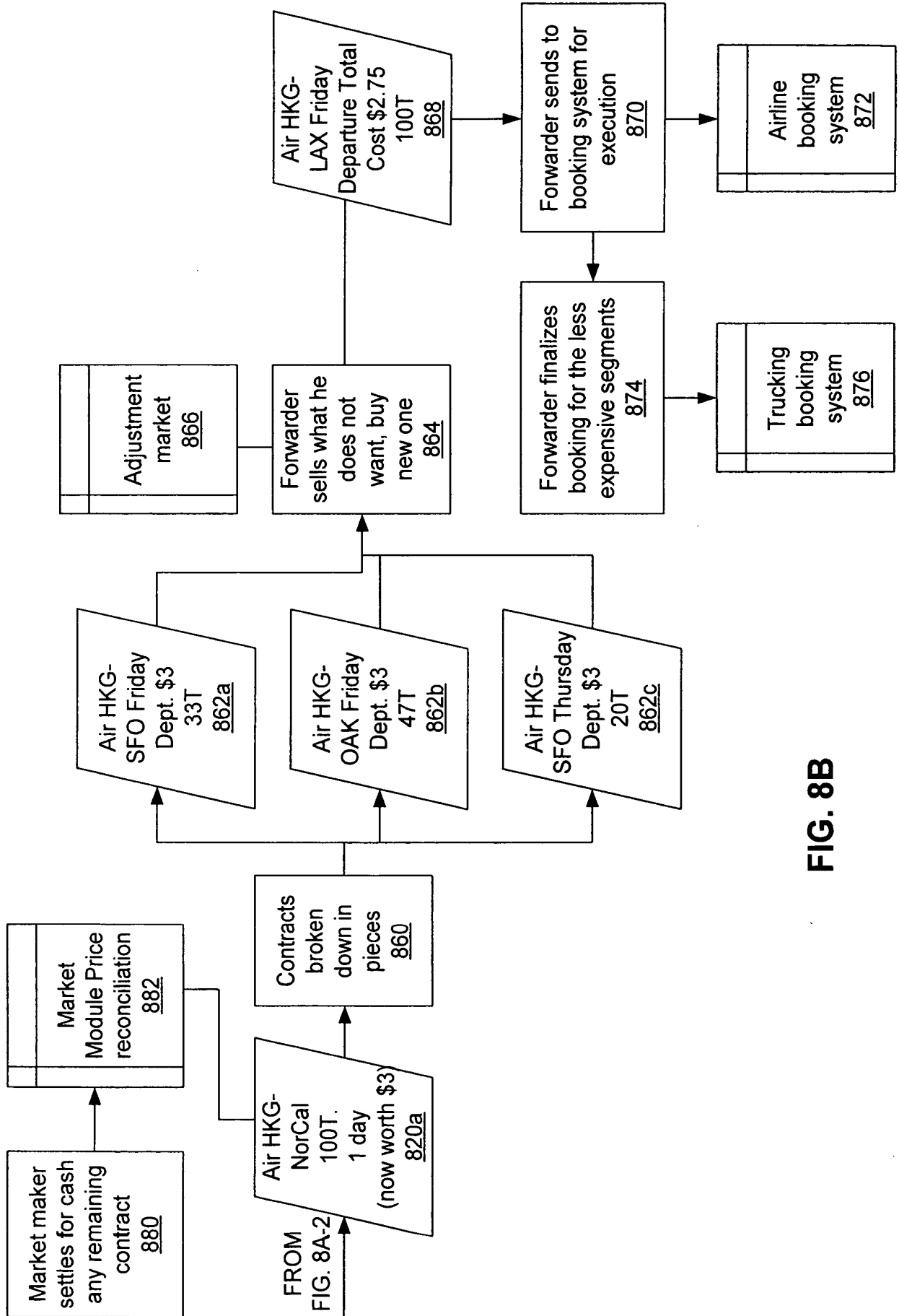
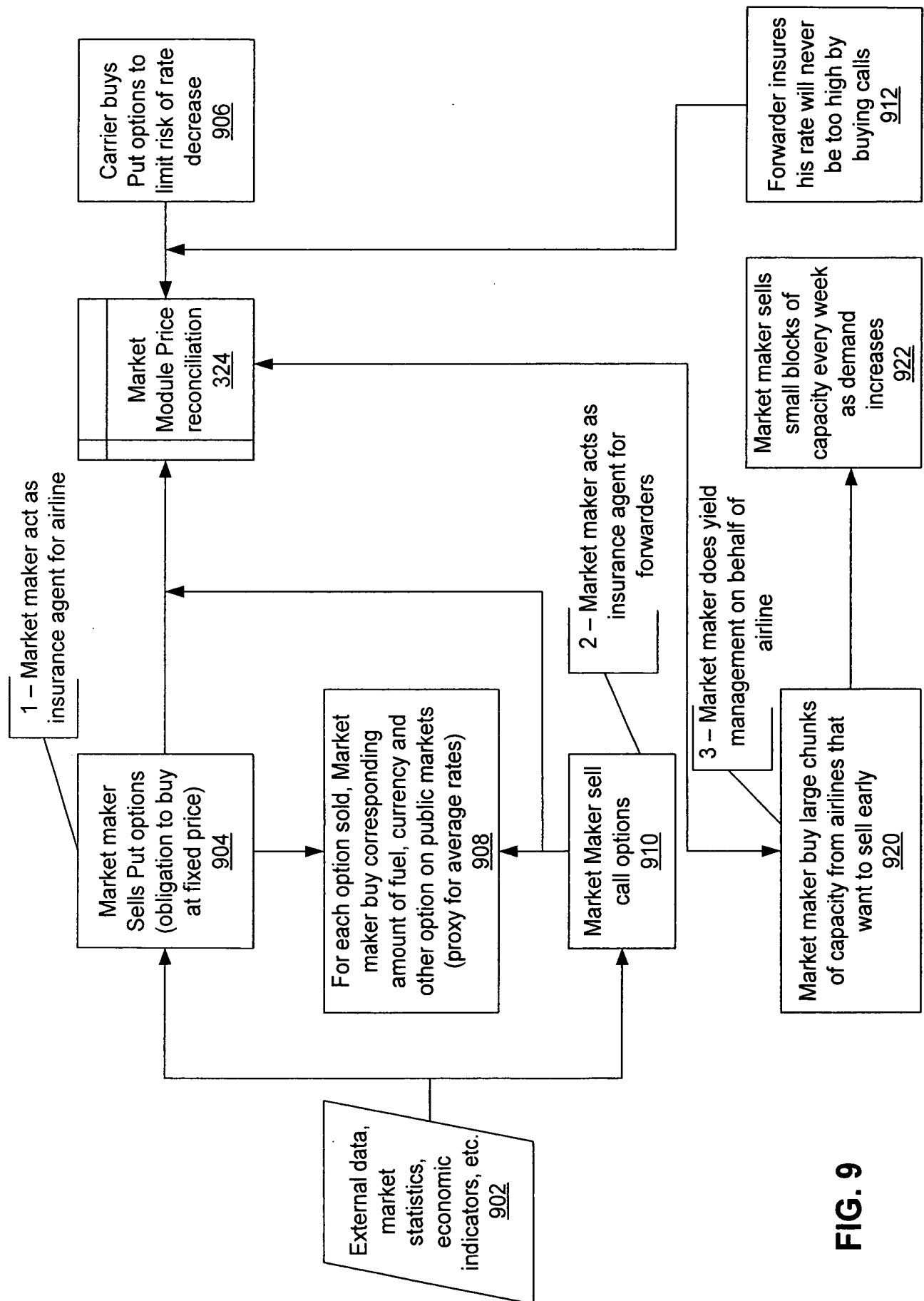


FIG. 8A-1

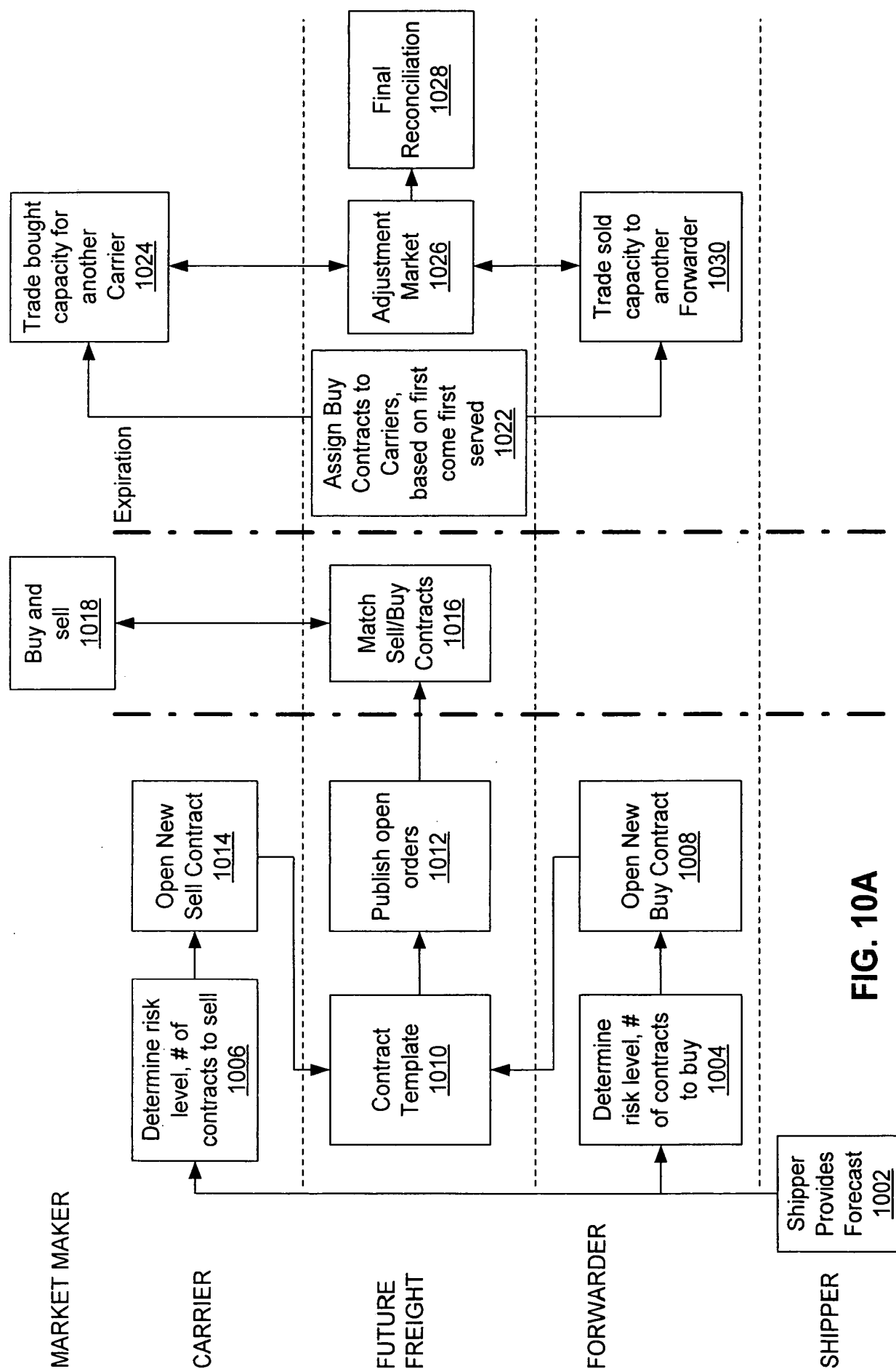






**FIG. 9**





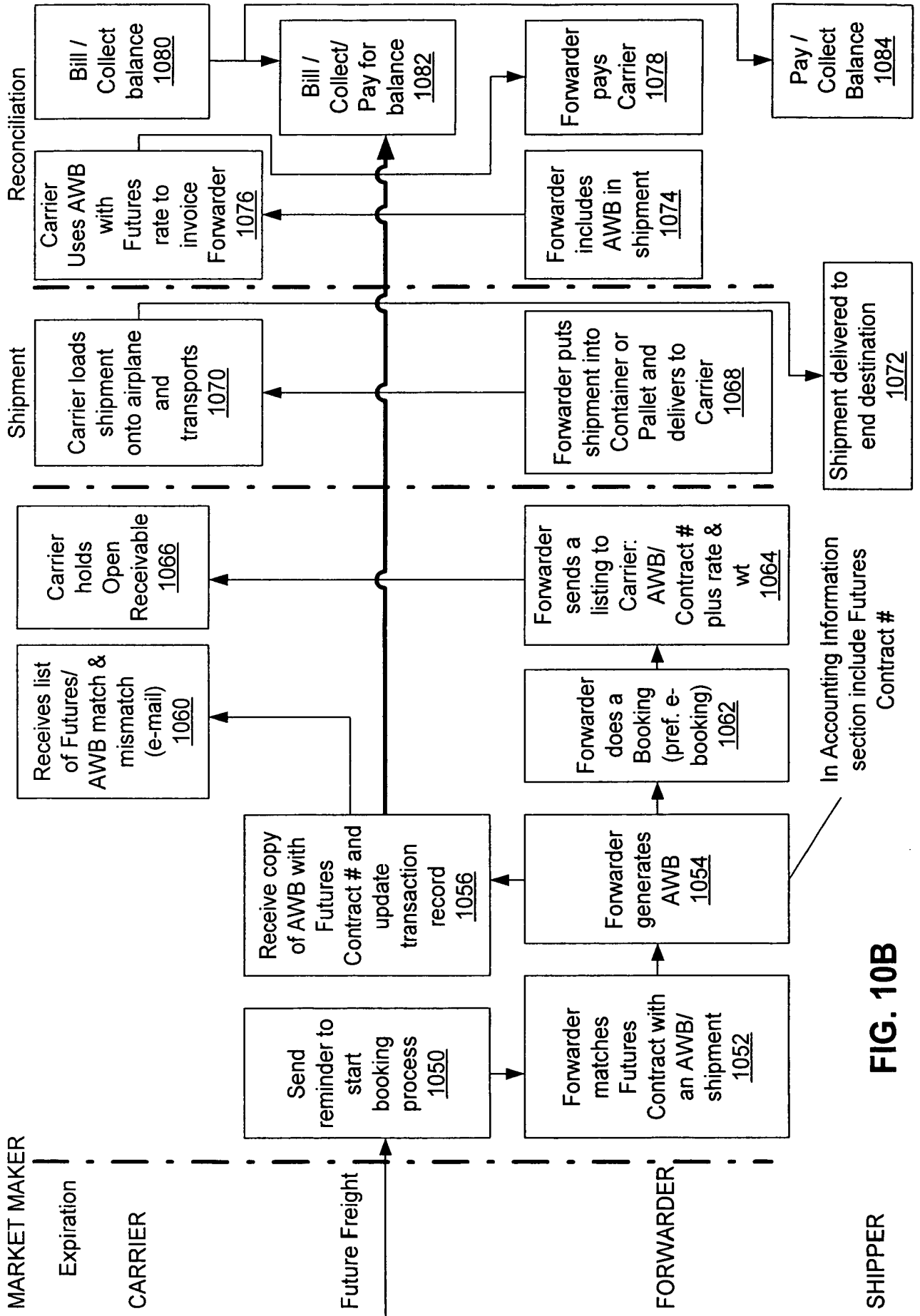


FIG. 10B

►► Future Freight™

SummaryMarketCommitmentOrderForecastIndicesHistorySignout

Enter Trade Details

Required

Action:Buy▼

From:HKG▼

To:SFO▼

Month:Feb-04▼

Day of the Week:Monday(1)▼

Type of Order:Market▼

Service Level:Express▼

Dim Wt.:

Calc.

Price:

Make Order Private:☐

Type of Trading:Express▼

OKCancel

Optional

Airlines:Select▼

Position:Select▼

Cargo Type:Select▼

Indices: Asia

FIG. 11

# **►► Future Freight™**

Summary

Market

Commitment

Order

Forecast

Indices

History

Signout

Forwarder Dashboard

 Select Region: From:  To:  

## **Market**

1202

Orig	Dest	Month	Service	Bid	Ask	Weight
HKG	SFO	Nov-03	2 Day	\$2.21		134
TPE	SFO	Nov-03	2 Day	\$2.30	\$2.31	134
TPE	LAX	Jan-04	Express	\$2.86	\$2.87	150
HKG	SFO	Feb-04	Express	\$2.45	\$2.48	100
HKG	LAX	Dec-03	1 Day	\$2.23	\$2.34	100
PVG	SEA	Dec-03	Express	\$2.42	\$2.49	100
ICN	LAX	Nov-03	1 Day	\$2.86	\$2.89	75

## **My Commitments**

1206

Orig	Dest	Month	Service	Price	Curr Price	Gain	% of Forecast	Wt	Action
HKG	SFO	Nov-03	Express	\$1.30	\$1.80	38	16%	76	B
HKG	SFO	Dec-03	Express	\$1.30	\$1.30	0	0%	20	B
PVG	SEA	Nov-03	Express	\$2.23	\$2.79	6.72	12%	12	B
TPE	LAX	Feb-04	Express	\$2.86	\$2.86	0	0%	54	B
TPE	SFO	Jan-04	Express	\$2.23	\$2.12	-13.2	13%	120	B
HKG	SEA	Dec-03	Express	\$1.90	\$6.00	176.3	9%	43	S

## **My Orders**

1204

Orig	Dest	Month	Service	Type of Order	Limit Price	Weight
SIN	SFO	Dec-03	1 Day	Buy	\$1.30	78
SIN	SFO	Nov-03	Express	Sell	\$2.48	54
TPE	SFO	Dec-03	1 Day	Sell	\$2.88	98
SIN	SFO	Feb-04	Express	Buy	\$1.58	45
ICN	LAX	Feb-04	Express	Sell	\$2.67	12
HKG	LAX	Jan-04	1 Day	Buy	\$1.56	40
ICN	SFO	Nov-03	1 Day	Iceberg Sell	\$1.54	150
TPE	LAX	Nov-03	Express	Sell	\$3.50	14

## **Forecast**

1208

Orig	Dest	Shipper	Month	Cargo Type	Vol	Act Wt	Trd Wt	Conf	Qual
TPE	SFO	Cisco	Nov-04	Electronic	500	22	21	63%	B-
TPE	SFO	Sony	Nov-04	Electronic	200	15	15	78%	B+
TPE	SFO	Nike	Nov-04	Generic	600	0.5	1	28%	C-
<b>Total</b>					<b>1300</b>	<b>37.5</b>	<b>37</b>		
TPE	SFO	Sony	Dec-04	Electronic	317	30	30	45%	B+
TPE	SFO	Nike	Dec-04	Generic	600	2	3	71%	B-
<b>Total</b>					<b>917</b>	<b>32</b>	<b>33</b>		

 Indices: Asia/US \$2.88<sub>75</sub> US/Asia \$0.85<sub>75</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>76</sub> EU/US \$0.78<sub>76</sub> US/EU \$0.68<sub>76</sub>... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.45<sub>55</sub>
**FIG. 12A**

# **►► Future Freight™**

Summary **Market** Commitment Order Forecast Indices History Signout

Carrier Dashboard

Select Region: From: **Asia** To: **US-West** Futures View

## **Market**

Orig	Dest	Month	Service	Bid	Ask	Weight
HKG	SFO	Nov-03	2 Day	\$2.21		134
TPE	SFO	Nov-03	2 Day	\$2.30	\$2.31	134
TPE	LAX	Jan-04	Express	\$2.86	\$2.87	150
HKG	SFO	Feb-04	Express	\$2.45	\$2.48	100
HKG	LAX	Dec-03	1 Day	\$2.23	\$2.34	100
PVG	SEA	Dec-03	Express	\$2.42	\$2.49	100
ICN	LAX	Nov-03	1 Day	\$2.86	\$2.89	75

## **My Commitments**

Orig	Dest	Month	Service	Price	Curr Price	Gain	% of Forecast	Wt	Action
HKG	SFO	Nov-03	Express	\$1.30	\$1.80	38	16%	76	B
HKG	SFO	Dec-03	Express	\$1.30	\$1.30	0	0%	20	B
PVG	SEA	Nov-03	Express	\$2.23	\$2.79	6.72	12%	12	B
TPE	LAX	Feb-04	Express	\$2.86	\$2.86	0	0%	54	B
TPE	SFO	Jan-04	Express	\$2.23	\$2.12	-13.2	13%	120	B
HKG	SEA	Dec-03	Express	\$1.90	\$6.00	176.3	9%	43	S

## **My Orders**

Orig	Dest	Month	Service	Type of Order	Limit Price	Weight
SIN	SFO	Dec-03	1 Day	Buy	\$1.30	78
SIN	SFO	Nov-03	Express	Sell	\$2.48	54
TPE	SFO	Dec-03	1 Day	Sell	\$2.88	98
SIN	SFO	Feb-04	Express	Buy	\$1.58	45
ICN	LAX	Feb-04	Express	Sell	\$2.67	12
HKG	LAX	Jan-04	1 Day	Buy	\$1.56	40
ICN	SFO	Nov-03	1 Day	Iceberg Sell	\$1.54	150
TPE	LAX	Nov-03	Express	Sell	\$3.50	14

## **Forecast**

Orig	Dest	Conf	Month	Cargo Type	Vol	Act Wt	Trd Wt	Quality
TPE	SFO	64%	Nov-04	Electronic	500	22	21	B-
TPE	LAX	59%	Nov-04	Electronic	200	15	15	B+
TPE	SEA	23%	Nov-04	Generic	600	0.5	1	C-
<b>Total</b>					<b>1300</b>	<b>37.5</b>	<b>37</b>	
TPE	LAX	46%	Dec-04	Electronic	317	30	30	B+
TPE	SEA	75%	Dec-04	Generic	600	2	3	B-
<b>Total</b>					<b>917</b>	<b>32</b>	<b>33</b>	

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>75</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>98</sub> EU/EU \$0.78<sub>45</sub> US/EU \$0.68<sub>25</sub>... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.4<sub>55</sub>

**FIG. 12B**

# ►► Future Freight™

Summary **Market** Commitment Order Forecast Indices History Signout

Carrier Dashboard

Select Region: From:  To:  Options View

## Market

Orig	Dest	Month	Service	Bid	Ask	Strike	Weight
HKG	SFO	Nov-03	2 Day	0.05	0.06	\$2.31	134
TPE	SFO	Nov-03	2 Day	0.25	0.28	\$2.32	134
TPE	LAX	Jan-04	Express	0.07	0.12	\$2.59	150
HKG	SFO	Feb-04	Express	0.12	0.14	\$2.07	100
HKG	LAX	Dec-03	1 Day	0.14	0.28	\$2.53	100
PVG	SEA	Dec-03	Express	0.15	0.16	\$2.43	100
ICN	LAX	Nov-03	1 Day	0.47	0.48	\$2.17	75

## My Commitments

Orig	Dest	Month	Service	Strike Price	Prem	Curr Price	Gain	% of Forecast	Wt	Action
HKG	SFO	Nov-03	Express	\$1.30	0.07	\$1.80	38	16%	76	B
HKG	SFO	Dec-03	Express	\$1.30	0.09	\$1.30	0	0%	20	B
PVG	SEA	Nov-03	Express	\$2.23	0.21	\$2.79	6.72	12%	12	B
TPE	LAX	Feb-04	Express	\$2.86	0.14	\$2.86	0	0%	54	B
TPE	SFO	Jan-04	Express	\$2.23	0.09	\$2.12	-13.2	13%	120	B
HKG	SEA	Dec-03	Express	\$1.90	0.10	\$6.00	176.3	9%	43	S

## My Orders

Orig	Dest	Month	Service	Type of Order	Limit	Strike	Weight
SIN	SFO	Dec-03	1 Day	Buy	0.05	\$1.30	78
SIN	SFO	Nov-03	Express	Sell	0.12	\$2.48	54
TPE	SFO	Dec-03	1 Day	Sell	0.24	\$2.88	98
SIN	SFO	Feb-04	Express	Buy	0.14	\$1.58	45
ICN	LAX	Feb-04	Express	Sell	0.26	\$2.67	12
HKG	LAX	Jan-04	1 Day	Buy	0.18	\$1.56	40
ICN	SFO	Nov-03	1 Day	Iceberg Sell	0.43	\$1.54	150
TPE	LAX	Nov-03	Express	Sell	0.44	\$3.50	14

## Forecast

Orig	Dest	Conf	Month	Cargo Type	Vol	Act Wt	Trd Wt	Quality
TPE	SFO	64%	Nov-04	Electronic	500	22	21	B-
TPE	LAX	59%	Nov-04	Electronic	200	15	15	B+
TPE	SEA	23%	Nov-04	Generic	600	0.5	1	C-
<b>Total</b>					<b>1300</b>	<b>37.5</b>	<b>37</b>	
TPE	LAX	46%	Dec-04	Electronic	317	30	30	B+
TPE	SEA	75%	Dec-04	Generic	600	2	3	B-
<b>Total</b>					<b>917</b>	<b>32</b>	<b>33</b>	

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>25</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>25</sub>... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.45<sub>55</sub>

FIG. 12C

# ►► Future Freight™

Summary **Market** Commitment Order Forecast Indices History Signout

Adjustment Market - Forwarder

Select Region: From:  To:

## Market

Orig	Dest	Carr	Time/Date	Serv	Pos	Ord	Fit	Bid	Ask	Position	Wt
HKG	SFO	SQ	F 05/11/04	2 Day		Buy	1124	\$2.21	\$2.23	Upper	134
TPE	SFO	JAL	T 05/12/04	2 Day		Sell	109	\$2.30	\$2.31	Upper	134
TPE	LAX	UA	T 06/18/04	Express		Sell	1189	\$2.86	\$2.87	Lower	150
HKG	SFO	JAL	W 08/12/04	Express		Buy	1189	\$2.45	\$2.48	Lower	100
HKG	LAX	SQ	W 09/15/04	1 Day		Sell	127	\$2.23	\$2.34	Upper	100
PVG	SEA	SQ	M 07/03/04	Express		Sell	1205	\$2.42	\$2.49	Lower	100
ICN	LAX	SQ	M 07/06/04	1 Day		Sell	1203	2.86	\$2.89	Upper	75

## My Commitments

Orig	Dest	Service	Carrier	Fit	Cost	Position	Time/Date	Wt	Action
HKG	SFO	Express	SQ	1124	\$1.80	Lower	F 05/11/04	76	B
HKG	SFO	Express	SQ	109	\$1.30	Upper	T 05/12/04	20	B
PVG	SEA	Express	JAL	1189	\$2.79	Upper	T 06/18/04	12	B
TPE	LAX	Express	JAL	1189	\$2.86	Lower	W 09/08/04	54	B
TPE	SFO	Express	UA	116	\$2.12	Lower	W 08/12/04	120	B
HKG	SEA	Express	UA	127	\$6.00	Lower	W 09/15/04	43	S

## My Orders

Orig	Dest	Time/Date	Serv	Pos	Ord	Fit	Carr	M/L	Limit	Lnk	Wt
SIN	SFO	F 05/11/04	1 Day	U	Buy	1124	SQ	L	\$1.30	OC	121 78
SIN	SFO	T 05/12/04	Express	L	Sell	109	JAL	L	\$2.48	TR	042 54
TPE	SFO	T 06/18/04	1 Day	L	Sell	1189	UA	L	\$2.88	TR	041 98
SIN	SFO	W 09/08/04	Express	L	Buy	1189	UA	M			45
ICN	LAX	W 08/12/04	Express	U	Sell	116	JAL	M			12
HKG	LAX	W 09/15/04	1 Day	U	Buy	127	SQ	L	\$1.56		40
ICN	SFO	M 07/03/04	1 Day	U	Ice Sell	1205	SQ	L	\$1.54	OC	121 150
TPE	LAX	M 07/06/04	Express	L	Sell	1203	SQ	L	\$3.50	OC	199 14

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>25</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>35</sub> ... Routes TPE-SFO \$1.89<sub>18</sub>

FIG. 12D

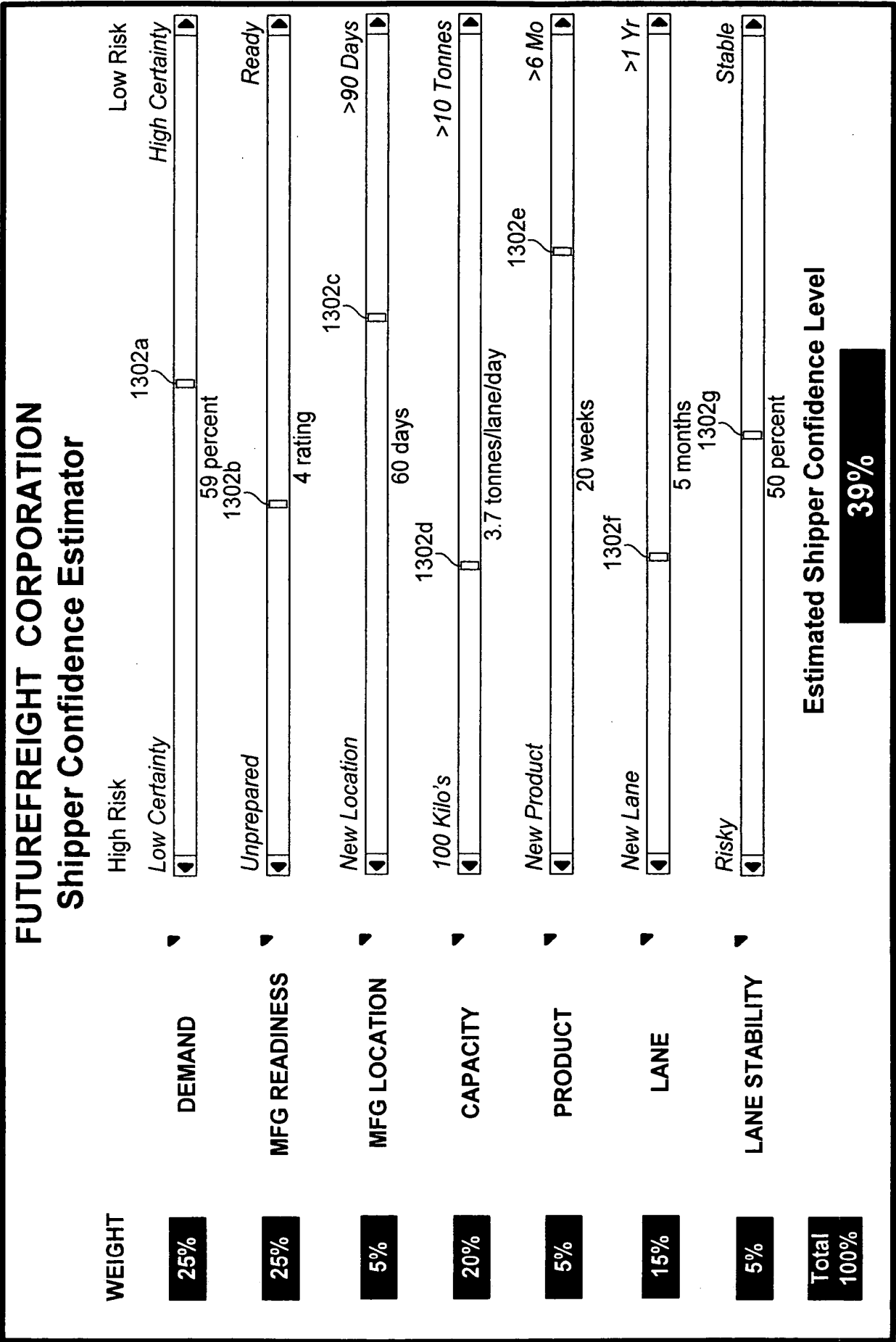


FIG. 13



## Shipper Confidence Level Factors

<u>Factor</u>	<u>Weight</u>	<u>High Risk</u>	<u>Low Risk</u>	<u>Notes</u>
DEMAND	25%	Low Certainty	High Certainty	Customer Demand
MFG READINESS	25%	Unprepared	Ready	Includes availability of supplied material, internal resource readiness used to build product or part, set up required to build product or part
MFG LOCATION	5%	New Location	>90 days	Sensitivity about where product is being built
CAPACITY	20%	100 kg	>10 tonnes	Amount of capacity to be booked
PRODUCT	5%	New Product	>6 months	Number of months product has been manufactured
LANE	15%	New Lane	>1 year	Number of months lane has been used for shipping
LANE STABILITY	5%	Risky	Stable	Estimate of lane stability (i.e. wars, strikes, etc.)

**FIG. 14**

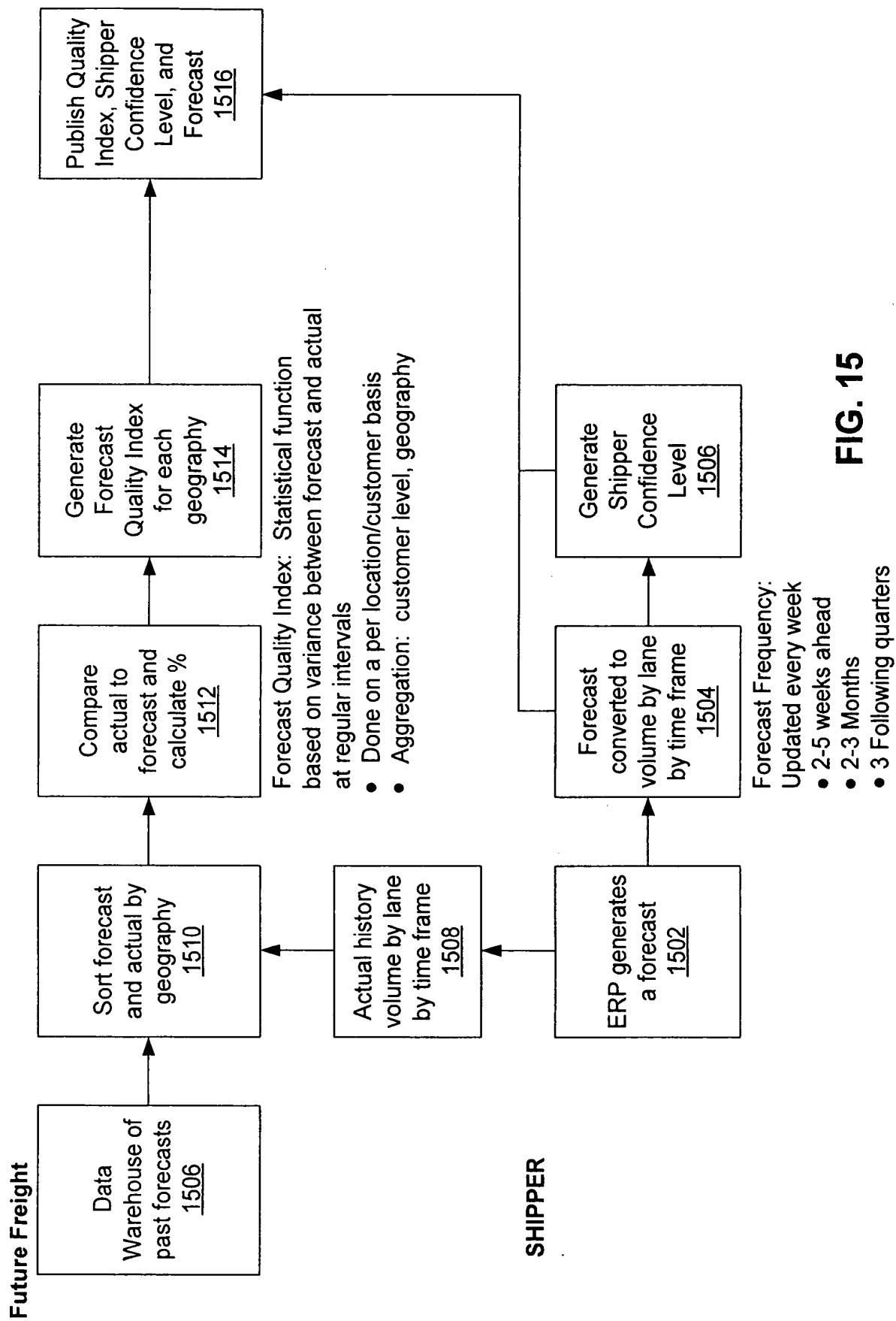


FIG. 15